



Not On Air
6400 N Beltline Road • Suite 210, Irving, TX 75063

Insertion Contract

Salem Radio Network
6400 N Beltline Rd
Suite 210
Irving, TX 75063

Advertiser	Daniel Webster for Congress	Product	Daniel Webster for Congress	Order #	7335004	Ver #	1	Rev #	2	# Wks	2	Page #	1
Salesperson	Hans Hellmann	Salesperson Phone #	(404)310-1881	Date	8/24/16	Time	4:42PM	Start	8/22/16	End	9/4/16		
Sales Office	SMR (DS Region)	Agency	Mentzer Media	Demos									
				Survey									

Product Protection: *Political Candidate

Line #	Vehicle	M	T	W	T	F	S	S	Aug	Aug	Sep	Sep	Sep	Sep	Oct	Oct	Oct	Oct	Oct	Nov	Nov	Total	Len	Unit	Extended
									22	29	5	12	19	26	3	10	17	24	31	7	14	Units		Rate	Total
1	WTLN-AM	0	0	2	2	2	0	0	6													6	30	28.00	168
2	WTLN-AM	6AM-10AM																				9	30	28.00	252
3	WTLN-AM	10AM-3PM							9													6	30	28.00	168
4	WTLN-AM	3PM-7PM							6													2	30	24.00	48
5	WTLN-AM	10AM-3PM							2													4	30	24.00	96
6	WTLN-AM	3PM-7PM							4													4	30	28.00	112
7	WTLN-AM	6AM-10AM								4												5	30	28.00	140
8	WTLN-AM	10AM-3PM								5												2	30	28.00	56
9	WTLN-AM	3PM-7PM							2													2	30	28.00	56
10	WTLN-AM	6AM-10AM							2													2	30	28.00	56
11	WTLN-AM	3PM-7PM								2												2	30	28.00	56
12	WTLN-AM	6AM-10AM								2												1	30	28.00	28
Totals									31	14												45			
Weekly Units									31	14												45			
Weekly Gross \$									844	392	0	0	0	0	0	0	0	0	0	0	0				1236

Air Time Total Gross:	\$ 1,236.00	Agency Commission:	\$ 185.40	Total Net:	\$ 1,050.60
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Estimate # 3574

AS



SALEM National
6400 N Beltline Road • Suite 210, Irving, TX 75063

Insertion Contract

Order #	Ver #	Rev #	# Wks	Page #
7335004	1		2	2
Advertiser	Product	Date	Time	Start
Daniel Webster for Congress	Daniel Webster for Congress	8/24/16	4:42PM	8/22/16
Salesperson	Salesperson Phone #	Demos		End
Hans Heilmann	(404)310-1881			9/4/16
Sales Office	Agency			
SMR (DS Region)	Mentzer Media	Survey		

Product Protection: *Political-Candidate

Salem Radio Network
6400 N Beltline Rd
Suite 210
Irving, TX 75063

SMR'S APPLICABLE COMMISSION WILL BE DEDUCTED FROM THE TOTAL NET AMOUNT

Order is Broadcast Calendar Billing. Please fax signed insertion to 972-367-1928

With approval of salesperson, make goods within flight only.

All orders require affidavits showing date and time spots aired, isci code, po# and/or estimate number.

Accepted for Salem Radio Network:

Name _____ Title _____

Accepted for Producer or Station:

Name _____ Title _____

Exec Asst.

43



Daniel Webster for Congress Additions

8/23/2016

EST 3574

Client: Daniel Webster for Congress
 Media: Radio
 Product: 4WEBS
 Market: Gainesville Metro
 Flight Date: 8/24/2016-8/30/2016

Buyer: Lauren Zaitewski

of SPOTS PER DAY

Station	Day	Time	Program	Dur	8/24	8/25	8/26	8/27	8/28	8/29	8/30	Total Spots	STN Gross Cost
WTLN-AM	M-F	6:00a-10:00a		30	2	2	2	0	0	2	2	10	\$28.00
	M-F	10:00a-3:00p		30	3	3	3	0	0	3	2	14	\$28.00
	M-F	3:00p-7:00p		30	2	2	2	0	0	2	0	8	\$28.00
	Sa	10:00a-3:00p		30	0	0	0	1	0	0	0	1	\$24.00
	Sa	3:00p-7:00p		30	0	0	0	2	0	0	0	2	\$24.00
	Su	10:00a-3:00p		30	0	0	0	0	1	0	0	1	\$24.00
	Su	3:00p-7:00p		30	0	0	0	0	2	0	0	2	\$24.00
Station Total:					7	7	7	3	3	7	4	38	\$1,040.00
Spots Per Week					7	7	7	3	3	7	4	38	

SCHEDULE TOTALS

TOTAL SPOTS: 38
 TOTAL COST: \$1,040.00

ORDER

Orders	Order / Rev:	249928	
	Alt Order #:	7335004	
	Product Desc:	Daniel Webster for Congress	
	Estimate:		WTLN-AM
	Flight Dates:	08/22/16 - 09/04/16	Primary AE: Hans Heilmann
	Original Date / Rev:	08/25/16 / 08/25/16	Sales Office: SMR
	Order Type:	GENERAL	Sales Region: SMR

Agency	Name:	SMR	
	Buying Contact:		Billing Type: Cash
	Billing Contact:	Yolanda Roberts	Billing Calendar: Broadcast
		6400 N. Beltline Road, Suite 210	Billing Cycle: EOM/EOC
		Irving, TX 75063	Agency Commission: 15%

Advertiser	Name:	Daniel Webster For Congress	New Business Thru:
	Demographic:	HH	Order Separation: 00:10:00
	Product Codes:	Political Candidates	Advertiser External ID:
	Priority:	P-04	Agency External ID:
	Revenue Codes:	AGY, POL, POL-CAND	Unit Code: General

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
08/01/16	08/28/16	15	\$396.00	\$336.60
08/29/16	08/30/16	30	\$840.00	\$714.00

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
August 2016	15	\$396.00	\$336.60	0.00
September 2016	30	\$840.00	\$714.00	0.00
Totals	45	\$1,236.00	\$1,050.60	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Hans Heilmann			Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 1	WTLN	08/22/16	08/28/16	M-F 6a-10a M-F 6a-10a	CM	6a-10a	----4--	:30	4	\$28.00	P-04	0.00	NM	4	\$112.00
N 2	WTLN	08/22/16	08/28/16	M-F Midday M-F Midday	CM	10a-3p	----3--	:30	3	\$28.00	P-04	0.00	NM	3	\$84.00
N 3	WTLN	08/22/16	08/28/16	M-F PM Drive M-F PM Drive	CM	3p-7p	----2--	:30	2	\$28.00	P-04	0.00	NM	2	\$56.00
N 4	WTLN	08/22/16	08/28/16	Sign-On/Sign-Off 12a-12a	CM	10:00 AM-3:00 PM (10:00 AM-3:00 PM)	-----11	:30	2	\$24.00	P-04	0.00	NM	2	\$48.00
N 5	WTLN	08/29/16	09/04/16	M-F 6a-10a MG M-F 6a-10a	CM	6a-10a	33-----	:30	6	\$28.00	P-04	0.00	NM	6	\$168.00
N 6	WTLN	08/29/16	09/04/16	M-F Midday M-F Midday	CM	10a-3p	32-----	:30	5	\$28.00	P-04	0.00	NM	5	\$140.00
N 8	WTLN	08/29/16	09/04/16	M-F 6a-10a M-F 6a-10a	CM	6a-10a	11-----	:30	2	\$28.00	P-04	0.00	NM	2	\$56.00
N 9	WTLN	08/29/16	09/04/16	M-F PM Drive M-F PM Drive	CM	3p-7p	3-----	:30	3	\$28.00	P-04	0.00	NM	3	\$84.00
N 10	WTLN	08/29/16	09/04/16	M-F 6a-10a M-F 6a-10a	CM	6a-10a	22-----	:30	4	\$28.00	P-04	0.00	NM	4	\$112.00
N 11	WTLN	08/29/16	09/04/16	M-F Midday MG M-F Midday	CM	10a-3p	33-----	:30	6	\$28.00	P-04	0.00	NM	6	\$168.00
N 12	WTLN	08/22/16	08/28/16		CM	3:00 PM-7:00 PM	-----22	:30	4	\$24.00	P-04	0.00	NM	4	\$96.00

Order / Rev: 249928
Alt Order #: 7335004
Flight Dates: 08/22/16 - 09/04/16

Advertiser: Daniel Webster For Congress
Product Desc: Daniel Webster for Congress
Estimate: WTLN-AM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg Type	Spots	Amount
				Sign-On/Sign-Off 12a-12a	(3:00 PM-7:00 PM)									
N 13	WTLN	08/29/16	09/04/16	M-F PM Drive MG M-F PM Drive	CM	3p-7p	22-----	:30	4	\$28.00	P-04	0.00 NM	4	\$112.00
												Totals	45	\$1,236.00

8/26/16



Traffic Instructions

Date: 08/23/16

Advertiser:

Daniel Webster for Congress

Radio Markets:

WTMN/WRZN-AM

WTLN-AM

WPLL-FM

WYND-AM

Please Air the Following Instructions

Radio Estimate #

3510 (WTMN/WRZN ONLY) & 3574 (ALL)

FLIGHT DATES	SPOT LENGTH	SPOT CODE	SPOT NAME	ROTATION
8/24-8/30 3PM	30	Dan Webster-Radio-Reflection Resolve_Cliff Lea only		50%
	30	Dan Webster-Radio-Reflection Resolve_Ayris only		50%

Spot will arrive: 2 SPOTS ATTACHED. Only for estimates/stations listed.

Spot delivered via: Email Attachment

PLEASE EMAIL TO CONFIRM THESE TRAFFIC INSTRUCTIONS UPON RECEIPT

Ph: 410-825-7034

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ **FEDERAL CANDIDATE**

☐ **STATE/LOCAL CANDIDATE**

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

Station and Location:

Date:

I, Katelyn Brawn,

being/on behalf of: Daniel Webster,

a legally qualified candidate of the republican

political party for the office of: Congress

in the primary

election to be held on: 8/30/16

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
	varies				

Attach proposed schedule with charges (if available):

gross

I represent that the payment for the above described broadcast time has been furnished by:

DANIEL WEBSTER FOR CONGRESS

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

NANCY H. WATKINS

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

6/8/16

Date

[Signature]

Signature

To Be Signed By Station Representative

☒ Accepted

☐ Accepted In Part

☐ Rejected

[Signature]

Signature

Christy Simon

Printed Name

office mgr

Title

FEDERAL CANDIDATE CERTIFICATION

In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:

I, DANIEL WEBSTER FOR CONGRESS

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☐ does

☒ does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☐ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☒ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.

signature of candidate or authorized committee

Nancy H. WATKINS, TREASURER

printed name

6/8/16

date



Political Client
Information Request Form

Candidate Name: Daniel Webster

Official Campaign Name: Daniel Webster for Congress

Address: 506 S. Highway 27, Suite K

City, State & Zip Code: Minneola, FL 34715

Campaign Phone: 352-708-6671

Campaign Fax: NA

Campaign Contact Person: Andrew Tyrrell

Campaign Treasurer: Nancy Watkins